



MICHIGAN  
HOUSE OF REPRESENTATIVES  
P.O. Box 30014  
LANSING, MICHIGAN 48909-7514

THE MINUTES OF THE HOUSE STANDING COMMITTEE  
ON  
COMMERCE AND TRADE

**Tuesday, February 2, 2016**

**10:30 a.m.**

**Senate Hearing Rm, Ground Fl.  
Boji Tower, 124 W. Allegan  
Lansing, Michigan**

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The House Standing Committee on Commerce and Trade was called to order by **Representative Joseph Graves**, Chair.

**MEMBERS PRESENT:** Representatives Graves, Callton, Jenkins, Johnson, Rendon, Somerville, Hughes, Barrett, Garcia, Glenn, Leutheuser, Schor, Townsend, Byrd, Garrett, Geiss, Love and Moss.

**MEMBERS ABSENT/EXCUSED:** Representative Sheppard.

The committee met in a Special Joint Session with the Senate Committee on Economic Development and International Investment.

**Representative Callton** moved to adopt the minutes from the **January 26, 2016**, meeting. There being no objection, the motion prevailed by unanimous consent.

**Senate Chair Horn** and **House Chair Graves** opened the floor for a hearing on the Economic Footprint of Michigan's Insurance Industry:

**PRESENTERS**

**Alexander Rosaen**, Director, representing the Anderson Economic Group (AEG), gave an overview of the (AEG's) analysis of the aggregate spending, jobs and earnings in Michigan's insurance industry. Questions and discussion followed. Mr. Rosaen submitted "*The Economic Footprint of Michigan's Insurance Industry*" handout for the committee members.

**Pat McPharlin**, Director of the Department of Insurance and Financial Services (DIFS), gave an overview in support of the (AEG's) analysis—highlighting how the insurance industry is helping high school students earn credit to enter careers in the insurance industry, and how the insurance industry is working to expand economic growth within the state of Michigan.

**Tim Daman**, representing the Lansing Regional Chamber of Commerce, gave a summary in support of the (AEG's) analysis—focusing on the economic data, educational programs, volunteerism in communities, talent in the workforce program development, and partnerships with businesses and colleges within Michigan's insurance industry.

**Beverly Barney** and **Scott Hummel**, representing the Michigan Insurance Agents Association, gave an overview of Michigan's insurance industry from the registered agents' position.

**Representative Callton** moved to excuse Representative Sheppard from the committee. There being no objection, the motion prevailed by unanimous consent.

There being no further business to come before the committee, Chair Graves adjourned the meeting at 4:32 p.m.

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**Representative Joseph Graves, Chair**  
**House Standing Committee on Commerce and Trade**  
Malika Abdul-Basir  
Committee Clerk  
517-373-7256  
62 Minutes